

B2B Sales Job Description template

B2B Sales Job Description Template/Brief

As a B2B salesperson, you will be responsible for generating leads and meeting sales targets. Duties will include prospecting, networking and presenting to potential customers. In order to be successful in this role, you should have previous experience in a sales role and be able to demonstrate strong communication skills.

B2B Sales Job Profile

B2B salespeople are responsible for managing the sales process from start to finish when selling products or services to other businesses. This includes identifying new business opportunities, developing relationships with potential customers, negotiating and closing deals, and maintaining ongoing account management.

Reports To

- Sales Manager

B2B Sales Responsibilities

- Identifying new business opportunities
- Generating leads
- Qualifying prospects
- Developing relationships with potential customers
- Negotiating and closing deals
- Maintaining ongoing account management
- Achieving sales targets

B2B Sales Requirements & Skills

- Bachelor's degree in business, sales, or related field
- Proven experience in B2B sales
- Strong relationship-building, communication, and negotiation skills
- Ability to work independently and manage one's own time